

Message Text

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70

ACTION EB-07

INFO OCT-01 CIAE-00 COME-00 DODE-00 NRC-05 NSAE-00 USIA-06

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FM AMEMBASSY BRUSSELS

TO SECSTATE WASHDC 7396

AMEMBASSY THE HAGUE

LIMITED OFFICIAL USE BRUSSELS 06848

EXCON

E.O. 11652: N/A

TAGS: ESTC, BE, NL

SUBJECT: SOFTELECTRONICS S.A., N.V., BODEGEMSTREET 82A, 1000
BRUSSELS, BELGIUM

REF: STATE 162846 AND A-1482 (NOTAL)

1. ACCORDING TO SOFTELECTRONICS PRESIDENT JOHAN L. KLINGEN, THE CUSTOMER FOR MAGNETIC COMPUTER TAPE FROM GRAHAM MAGNETICS, INC., IS THE RIJFSKANTOORMACHINECENTRALE, PRINSES BEATRIXLAAN 16, 'S GRAVENHAGE, A DUTCH GOVERNMENT BUYING AGENCY. IT IS FOR DELIVERY TO END-USER RIJFSCOMPUTERCENTRUM, FAUSTSTRAAT 1, APELDOORN, A GOVERNMENT COMPUTER CENTER. MR. KLINGEN SAYS THE ORDER WAS FOR DELIVERY BY JULY 7, BUT HE SAYS HE HAS INFORMAL APPROVAL FOR LATER DELIVERY.

2. MR. KLINGEN SHOWED US THE ORDER BOOK FOR SOFTELECTRONICS, WHICH WAS INCORPORATED ABOUT FOUR MONTHS AGO. IN ADDITION TO THE SUBSTANTIAL ORDER FOR THE DUTCH RIJFSCOMPUTERCENTRUM, HE HAS SMALLER "SAMPLE" ORDERS FOR SIMILAR EQUIPMENT FOR RADIO-TELE-LUXEMBOURG, NOS (DUTCH TV), IBM, VCI, AND SONIM, AMONG OTHERS. HE TOLD US THAT HE HOPES TO ESTABLISH HIS FIRM AS A RELIABLE DEALER IN COMPUTER AND
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VIDEO TAPE, AND TO ESTABLISH SOFTELECTRONICS' ELIGIBILITY

SOON TO DO BUSINESS WITHOUT INDIVIDUAL TRANSACTION CHECKS
(WE TAKE THIS TO BE A REFERENCE TO THE FC-1143 FOR DIB-678P
PROCEDURE).

3. IN THE COURSE OF OUR CONVERSATION, MR. KLINGEN MENTIONED
THAT HE HAD FORMERLY BEEN EMPLOYED BY 3M COMPANY AND BY
MEMOREX. HE ADDED THAT HE WOULD NOT OBTAIN A GOOD REFERENCE
FROM MEMOREX BECAUSE HE LFT AFTER A ROW. FYI. IN A RECENT
CONVERSATION, MEMOREX VICE PRESIDENT - EUROPE W.S. MCCALMONT
TOLD US THAT MEMOREX IS STILL CONSIDERING BRINGING CHARGES AGAINST
MR. KLINGEN AND HIS PARTNERS, AS REPORTED IN 75 BRUSSELS 10688.
FIRESTONE

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Message Attributes

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